

Current State of EE in IL: **Best in the Midwest!**



Annette Beitel
President, Future Energy Enterprises, LLC
Independent Facilitator – IL EE SAG

IL EE Excellence



2

- IL is top 10 in ACEEE Benchmarking Study
 - Only Midwestern State
- IL has rocketed to top of ACEEE Benchmarking in five years
 - IL portfolio performance exceeds Midwestern jurisdictions with much longer EE histories (e.g. WI, MN, IA, others).
- Cost-Efficient Portfolios
 - Low admin costs (less than 5%, which is “gold standard”).
 - Market-driven programs – trade allies as sales force (rather than utility staff).
 - Focus on driving greater efficiencies, lower non-incentive costs through regular bidding of program implementation. Successful implementers have maintained long-term engagements based on high performance.
 - Program administration separated from implementation.
- Results
 - Electric utilities have consistently exceeded goals under budget.
- High degree of gas-electric program coordination
 - Except, gas-electric budget mis-match reduces coordination opportunities.

IL EE Excellence – Why?

3

- **Great Leadership in EE Across All Fronts**
 - ICC: Chairman Scott
 - Electric Utilities: Val Jensen, Keith Martin
 - Stakeholders: Kelter, Lusson (Mosenthal), Stanfield (Neme)
 - ICC Staff
 - ✦ And many others throughout the IL EE community.
- **Key Attributes**
 - Fact-based analysis rather than rhetoric
 - Free sharing of information
 - Respectful discussion, parties can say what is on their mind
 - Willingness to change positions through discussion
 - Many smart, thoughtful people who contribute

Continuous Improvement Opportunities

4

- We need to do a better job serving Low-Moderate income customers (under 80% AMI)
 - Ample evidence that standard incentive programs used by higher income customers, under-used by low-moderate income.
- Financial incentives need to be aligned with goal of greater efficiency
 - Even jurisdictions where Program Administration is independent non-profit (VT, WI) have incentives for superior performance.
 - Not realistic to expect greater performance when activity is money-losing proposition.
- Gas EE rate caps need to be addressed
- Need consistent “Rules of the Road” for all administrators/implementers
 - IL EE Policy Manual!
- Smart Grid: Need to figure out how Smart Grid investments can cost-effectively be used to leverage EE and Clean Energy

Continuous Improvement Opportunities



5

Final Thought:

All IL EE stakeholders can do a better job identifying and promoting IL successes in EE/Clean Energy to build further support for EE and Clean Energy

Conclusion

6

**Collective Goal Over Next 3 – 5 Years
IL Top 5 Clean Energy State in Nation!!!**